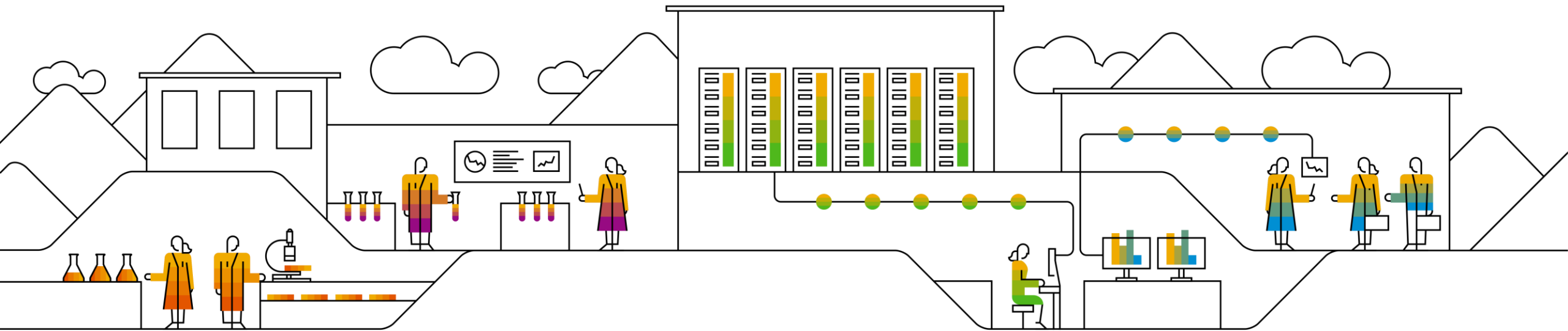


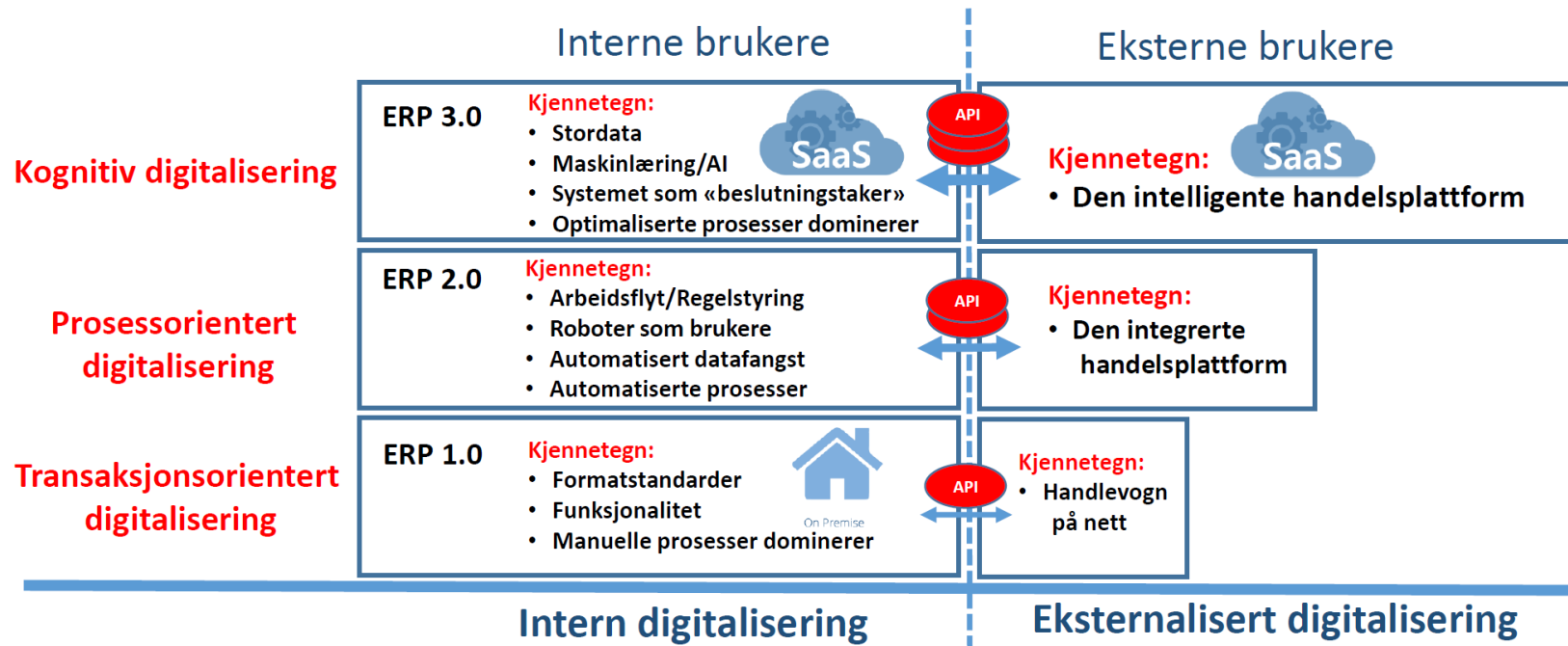


Introduction to the **SAP S/4HANA** - THE intelligent ERP

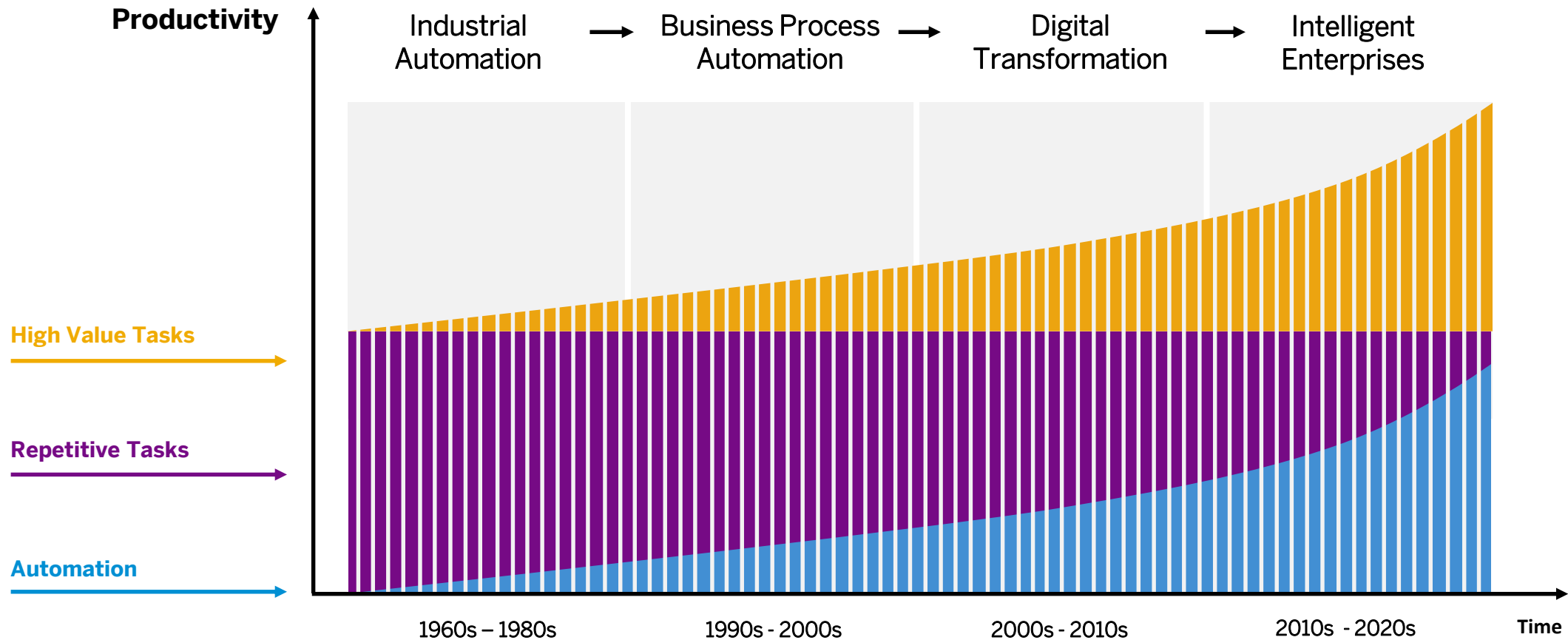
Jan Grimm Torstensen, SAP Norge
14th May, 2019

ERP 3.0 = SAP S/4 HANA

Digitaliseringen tre (modenhets-)nivåer



Intelligent Enterprises elevate employees to **focus on higher-value tasks**



THE intelligent ERP – SAP S/4HANA

60%

Of human tasks will be automated by 2025

97%

Image recognition accuracy today
(better than human rate 95%)

95.1%

Speech recognition accuracy today
(better than human rate 94.1%)

Process Automation

Full automation of business processes, from HR to payments processing, to workflow approvals for purchase orders and sales execution

Next-gen UX

User experience based on voice, vision and messaging will replicate how people interact in real life and increase business productivity

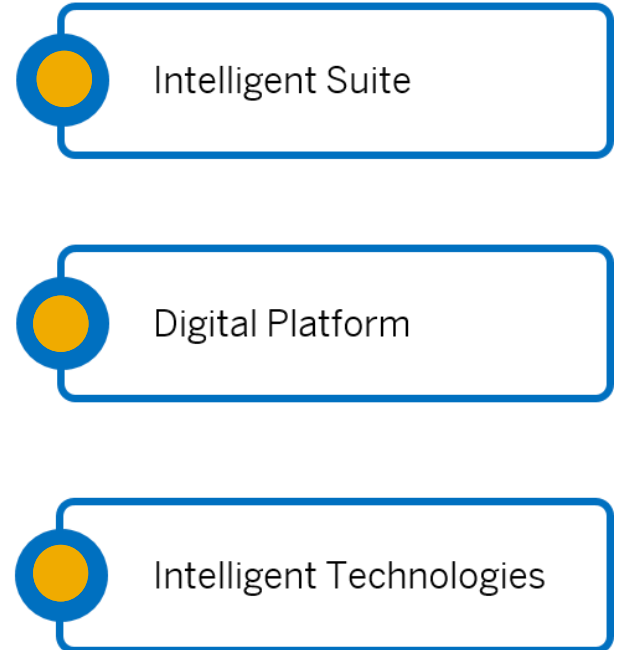
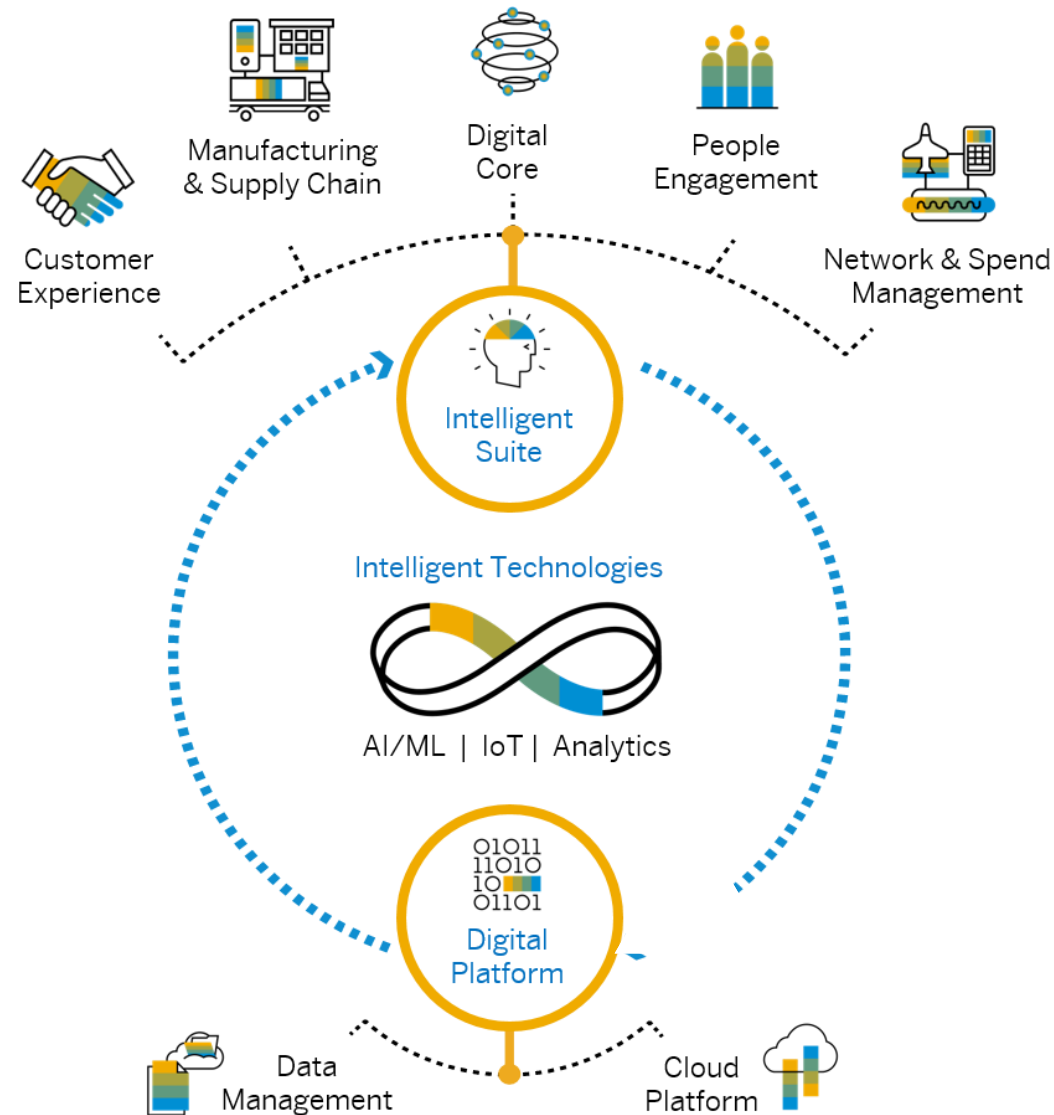
Smart Analytics

Proactive analysis of new data types and discovery of unfamiliar patterns that provide a new level of insights



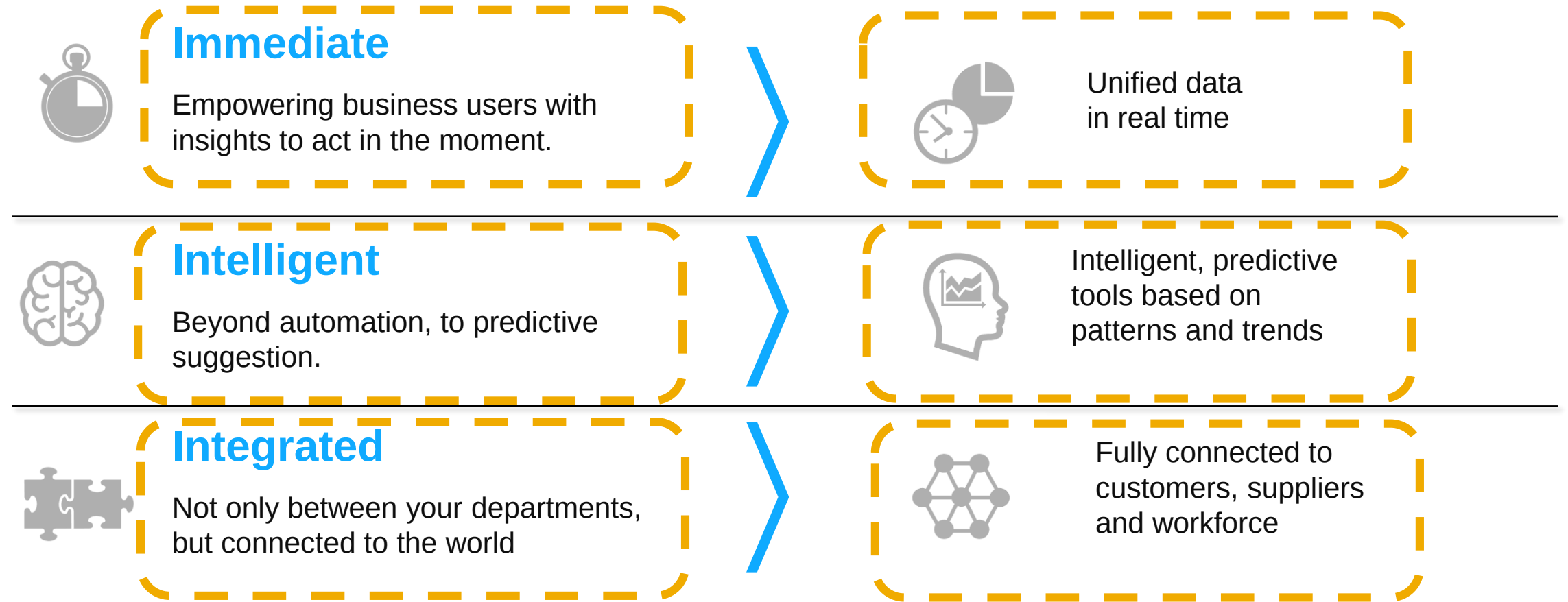
The Intelligent Enterprise Framework

THE INTELLIGENT ENTERPRISE
features **3 KEY COMPONENTS**:

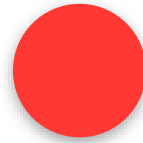


SAP S/4HANA - What is a Digital Core?

The digital core is the foundation to running a **Live Business**

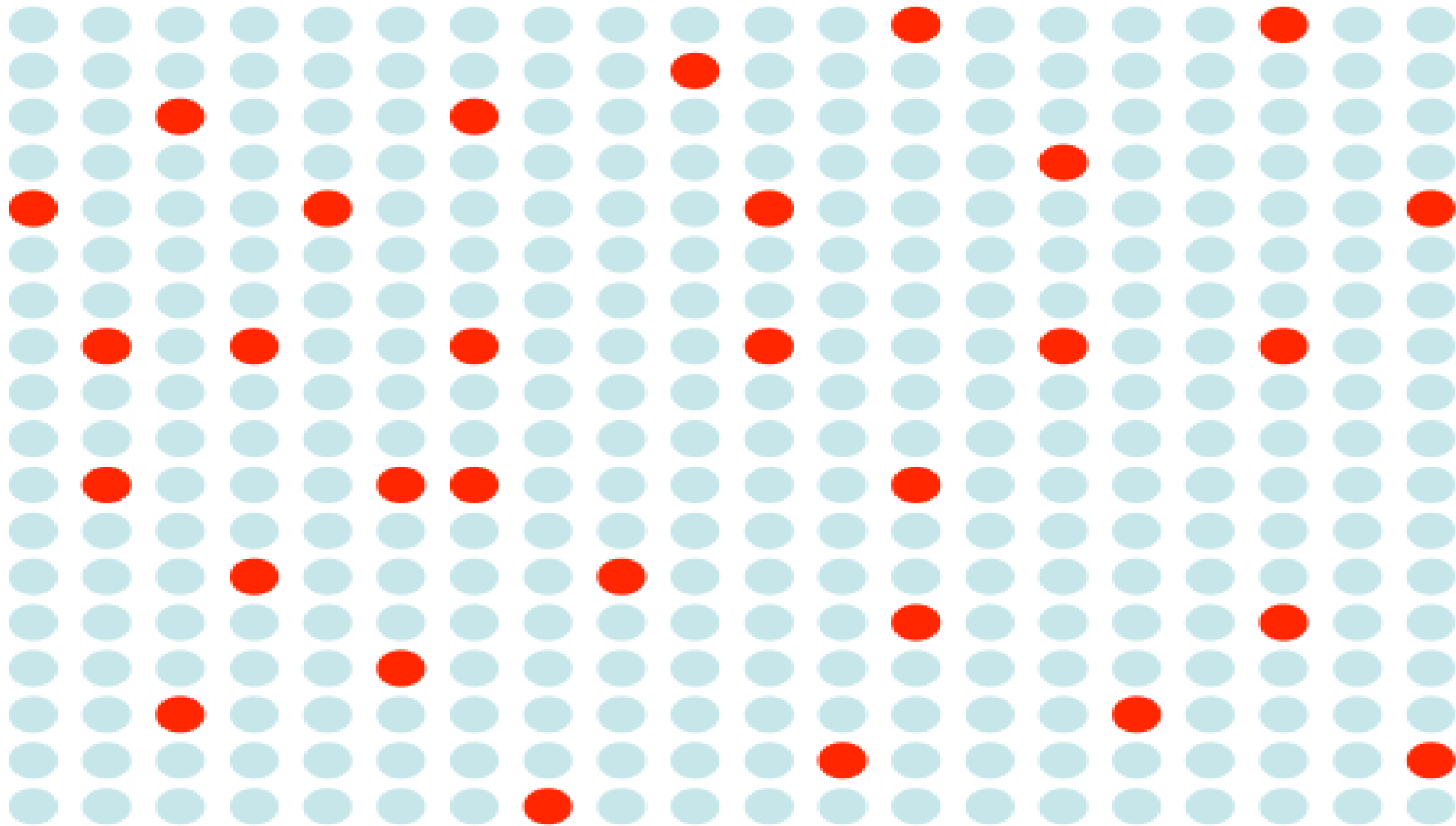


How many red



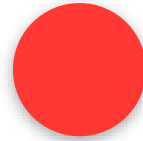
do you see?

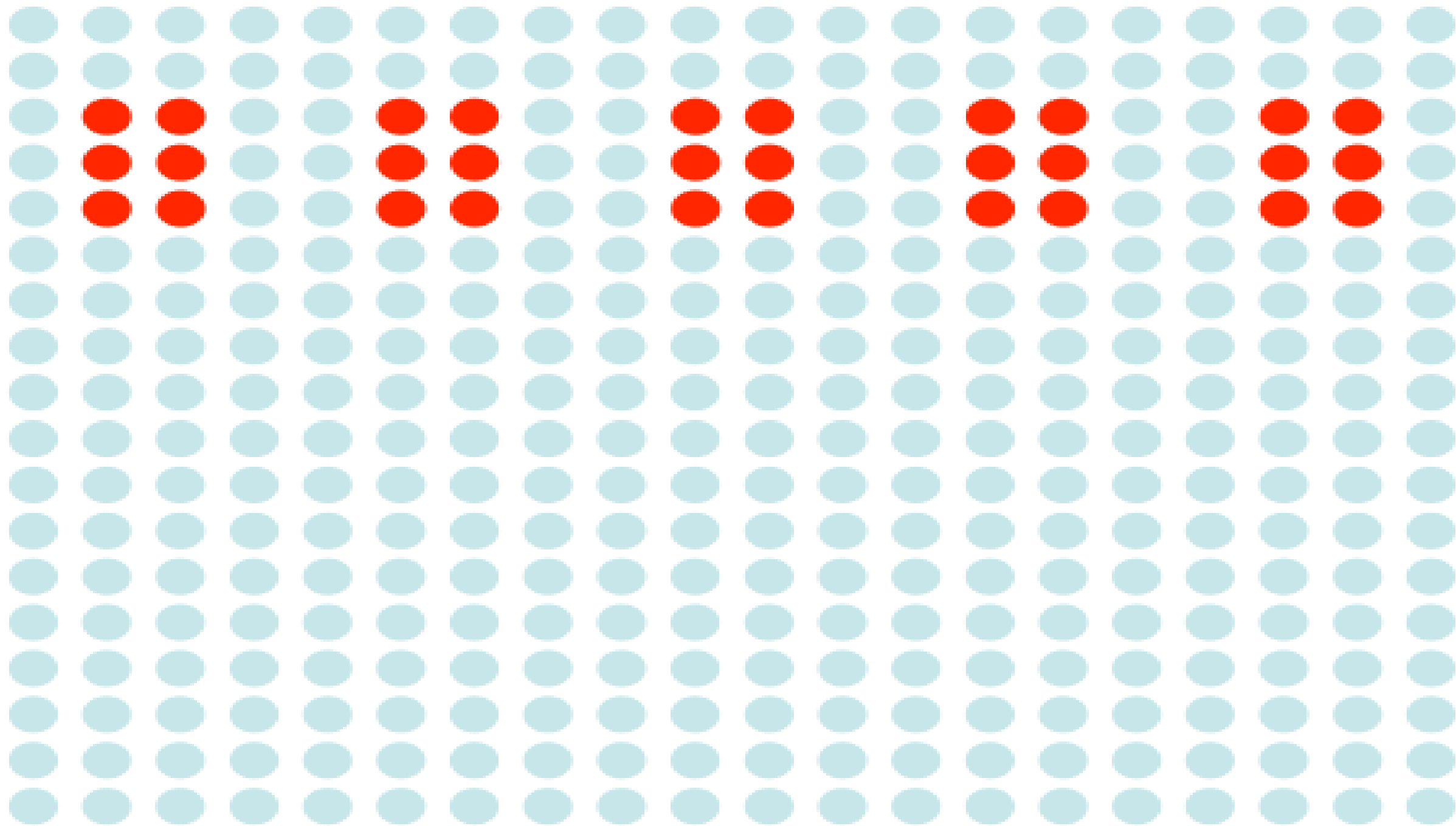
You'll get 4 sec





Once again ..?







Simplifying database & table structures to prepare for scale

SALES

	Document			Item	
	Header				
Sales Order	VBAK		>	VBAP	VAKPA VAPMA
Delivery	LIKP		>	LIPS	VLKPA LKPMA
Billing Document	VBRK		>	VBRP	VRKPA VRPMA
Status Info	VBUK			VBUP	
Conditions		KONV			VBOX
Document Flow		VBFA			

FINANCE

	Document			Totals			Indices		
	Header	Item							
GL, AR, AP	BKPF	BSEG	>	GLT0	KNC1	KNC3	BSIS	BSAS	BSIK
			>	LFC1	LFC3		BSID	BSAD	BSAK
New GL		FAGLF LEXA*	>	FAGLF LEXT*			FAGL BSIS	FAGL BSAS	
CO	COBK	COEP		COSS	COSP				
AA	ANEK	ANEP	ANEA	ANLC	ANLP				
ML	MLHD...	MLIT...		MLCD...	MCLR...		BSIM*	CKMI1*	

SAP Business Suite

MATERIAL VALUES

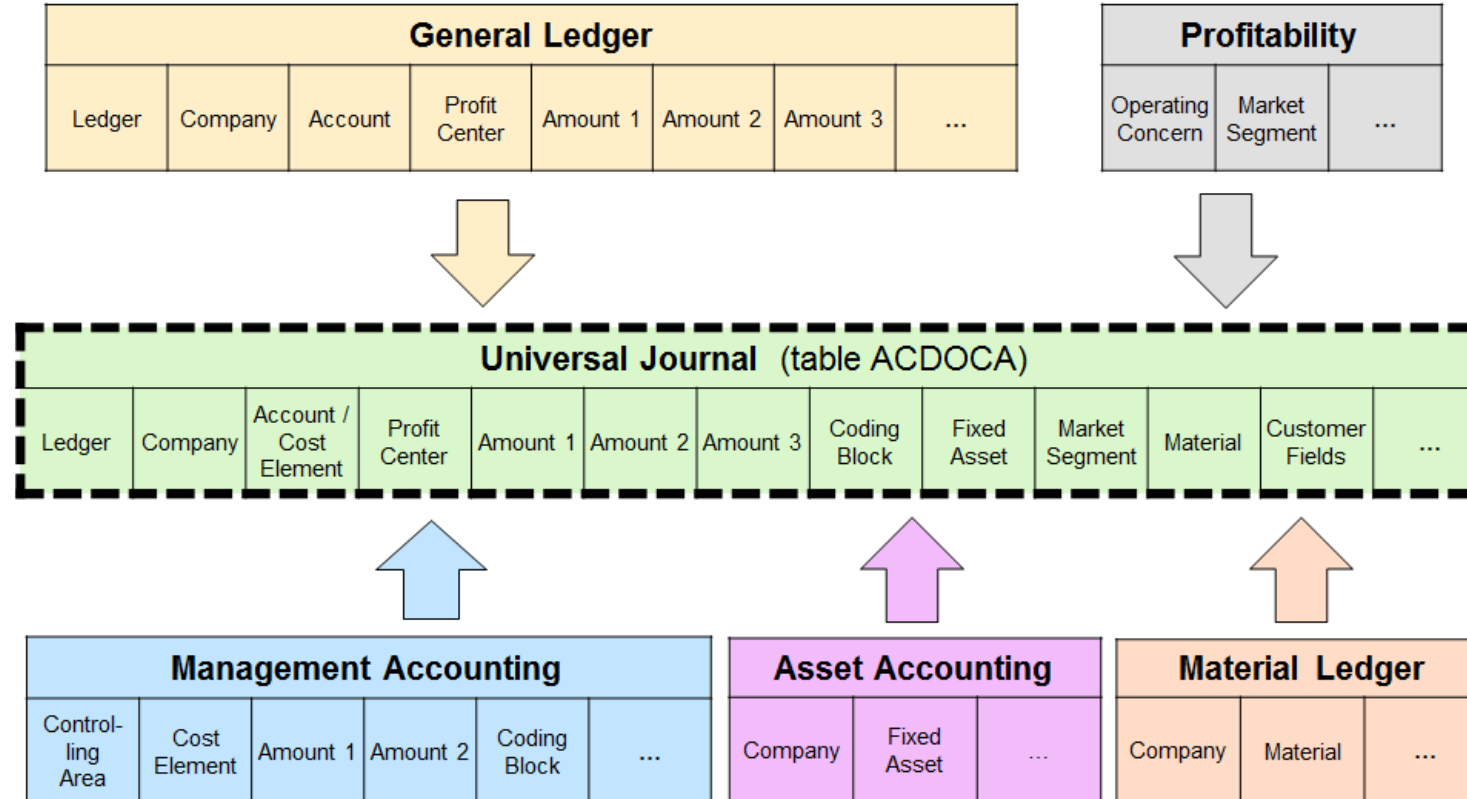
Valuation in MM or Valuation ML

Aggregates		History		ML Valuation	
Hybrid: Master Data with Valuated Stock					
MBEW	>	MBEWH	CKMLCR	MLPP	CKMLPP CKMLPPWIP
EBEW	>	EBEWH	CKMLPP	MLCR	CKMLCR CKMLKEPH
QBEW	>	QBEWH	MLHD	MLCRF	MLCD CKMLMV004
OBEW	>	OBEWH	MLIT	MLKEPH	CKLMMV004

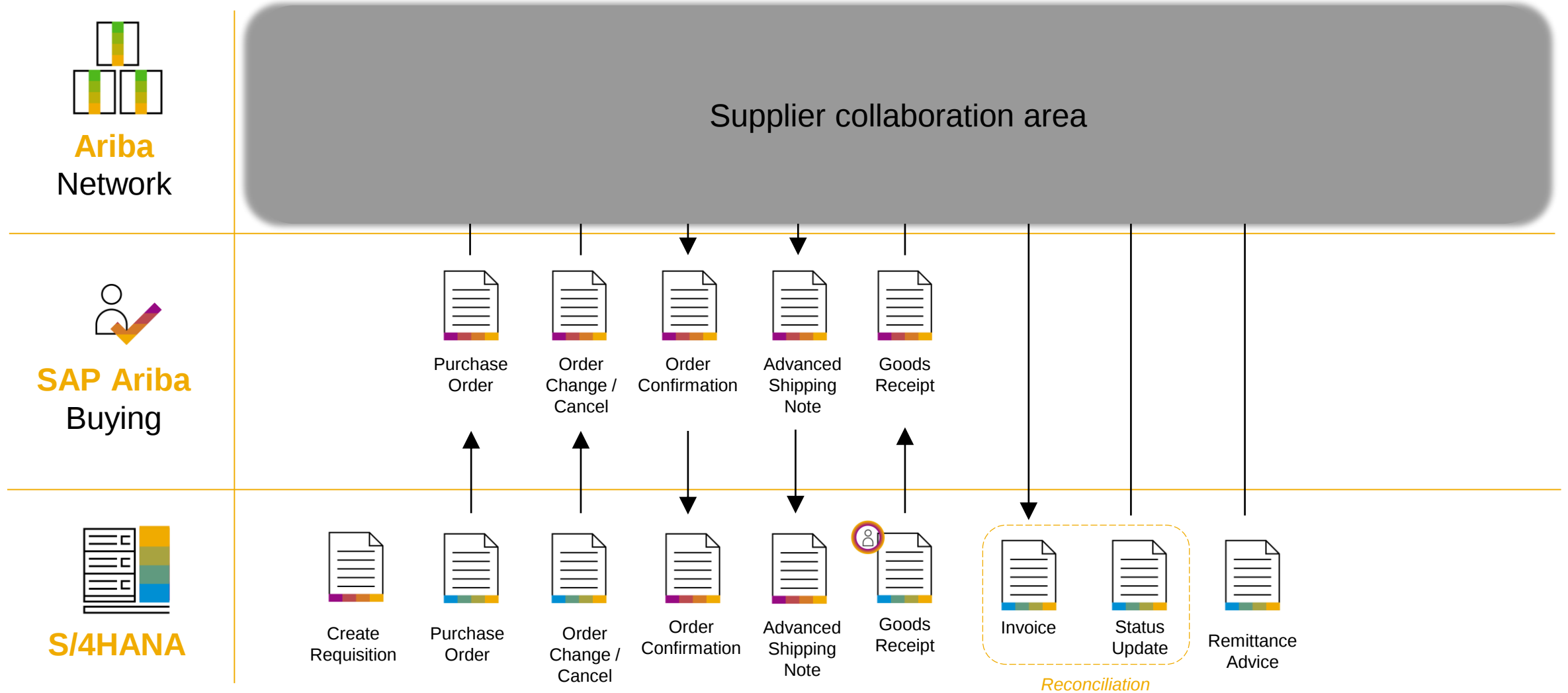
MATERIAL QUANTITIES

Aggregates		History	
Stock Aggregates			
Material Document	>	MSSA	MSSL MSSQ
MKPF	MSEG	>	MSSAH MSTBH MSSQH
		>	MSTEH MSTQH
Inventory Movements	Hybrid: Master Data with Stock Aggregates		>
	MCHB	MARC	MARD MSKU
	MSKA	MKOL	MSPR MSLB
		>	MSLBH MCHBH MSKUH
		>	MSKAH MSAH

Universal Journal - One truth



Indirect/direct Purchasing Data Flow



Order confirmation

HOME

IN

Orders and Rel

Purchase C

\$800K

\$640K

\$480K

\$320K

\$160K

\$0

Oct 2017

Orders, Inv

33

New Purchas

Orders

Order Number

4500011935

4500011922

4500011920

4500011425

Purchase

Create Or

Order D

From:

Company Co

3475 Deer Cre

Palo Alto , CA

United States

Email: noreph

Payment Term

0.00% 0

Contact Infor

Supplier Add

Digistar

10 New Avenu

NEW YORK ,

United States

Address ID: L

buyerID:

Ship All It

Plant 1 US

3475 Deer

Palo Alto ,

United Sta

Email: nor

Location C

Line Item

Line #

1

Confirm Entire Order

2

Review Order Confirmation

Confirming PO

Confirmation Update

Confirmation #: OC-INGK-1234

Supplier Reference:

Line Items

Line #	Part # / Description	Qty (Unit)	Need By	Unit Price	Subtotal
10	FL4 Forklift High-Lifter GX18	1.0 (EA)	9 Oct 2018	\$13,750.00 USD	\$13,750.00 USD

Current Order Status:
1.0 Confirmed With New Date (Estimated Shipment Date: 16 Oct 2018 ; Estimated Delivery Date: 17 Oct 2018)

Previous

Submit

Exit

Submit

SAP Ariba

Michel Digistar (admin@digistar.com) last visited 25 Sep 2018 1:16:27 AM | Digistar | AN01048624566-T

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Consumer-grade User Experience

Compelling User Interface – Easy-to-use from Macro to Detailed View



User Experience for SAP S/4HANA

SAP Fiori Design Evolution

Me-Area

Replacing former shell header menu
Shows recent activities now

Anchor bar navigation

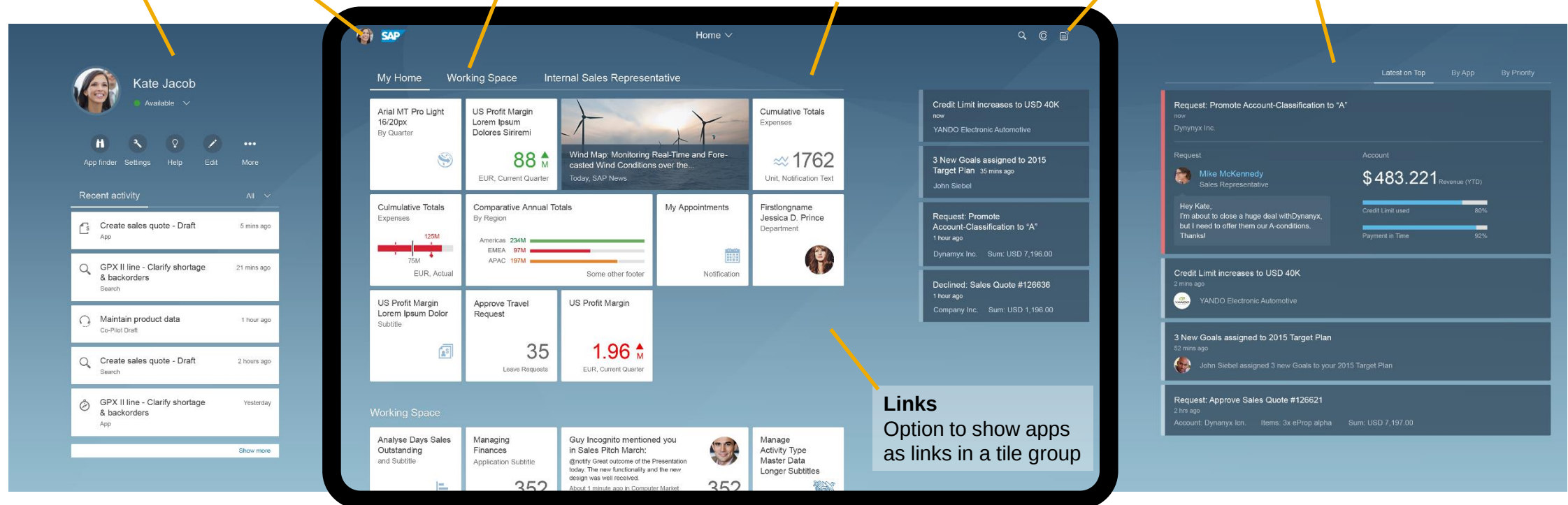
Replacing group menu

Shell header

Revised, launching notification and me-area viewports and Co-Pilot window. Provides navigation menu when app is launched by clicking on title

Notifications

Shown in separate viewport that opens on clicking respective icon in shell header



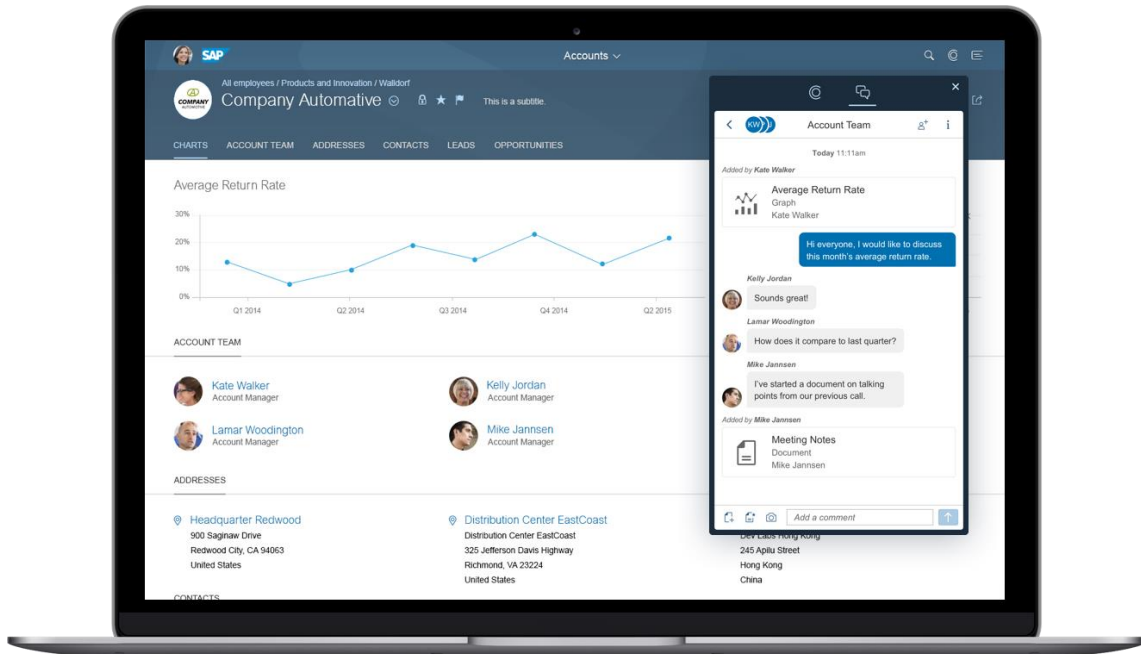
Me-area

Workspace

Notifications

Meet SAP CoPilot

Talking to CoPilot is simple and intuitive. CoPilot is where the user is, the first true digital assistant and bot integration hub for the enterprise. SAP CoPilot empowers you to get things done easier, quicker and more delightful.



Humanized Next-Gen User Experience (UX) with a Conversational UI using Natural Language Processing functionality



Business Context Awareness understanding the business situation and pro-actively suggesting solutions



Self Learning system using machine learning functionality to gain knowledge based on historic data and experience



Cross Applications with One Personality and One Memory across all SAP



Open and Extensible for Integration into SAP and Non-SAP solutions.
Enabling customers and partners to extend CoPilot functionality via CoPilot Skills

This is the current state of planning and may be changed by SAP at any time without notice.

SAP S/4HANA Search

SAP HANA enterprise search in SAP Fiori Launchpad

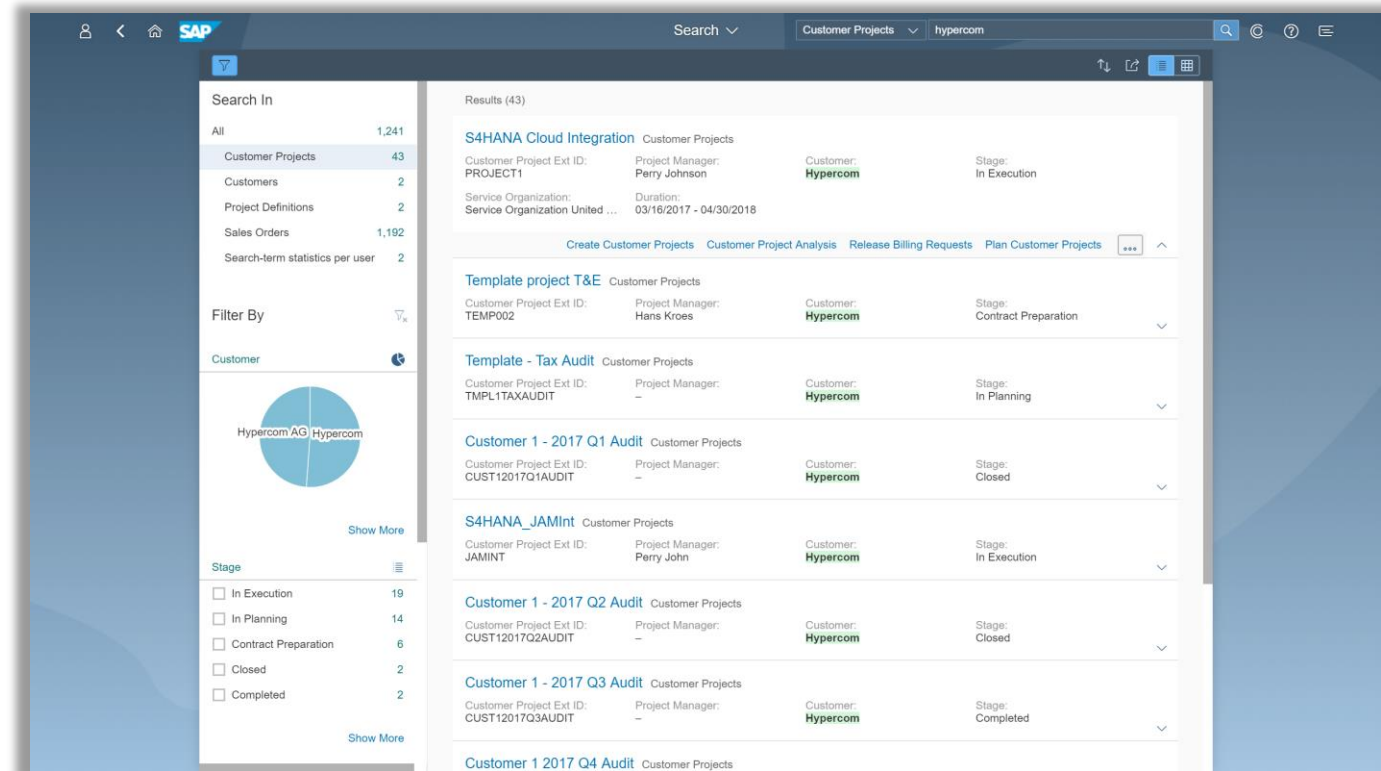
SAP HANA enterprise search is a powerful search solution that provides **full-text search, navigation**, and access to **structured** and **unstructured** information across multiple systems.

Key capabilities

- **Full-text search** for business **objects and documents**
- **Results ranking** along business criteria, e.g. user's organizational context
- Access to information **across multiple systems**
- Direct **navigation into source** systems/transactions
- Integrated support for SAP **authorization concepts**

Benefits

- Efficient **information access** and **user-centric** discovery through a simple user interface
- Take advantage of **real-time data** for decision making
- **No additional costs** or 3rd party systems



Machine Learning Apps in SAP S/4HANA

Moderate ML requirements like *Forecasting, Trending, Influencers* using Algorithms like *Regression, Clustering, Classification, Time-Series* etc. can be handled **embedded in S/4HANA**

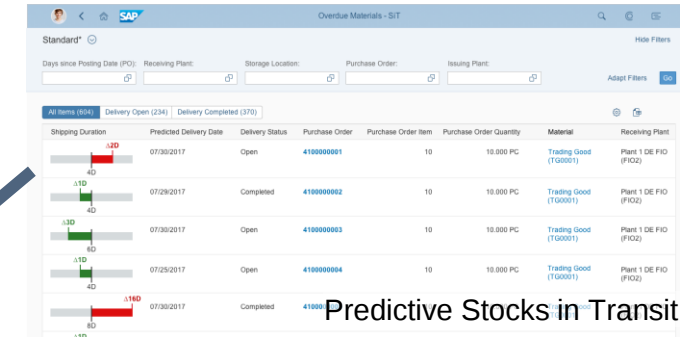
More complex ML requirements with also **external data** and more complex Algorithms and requirements including also *Image Recognition, Sentimental Analysis, Natural Language Processing and Deep Learning* are typically offered **side by side in Leonardo / SAP Cloud Platform**.

The process typically follows several steps and can result in different patterns to improve and automate business processes



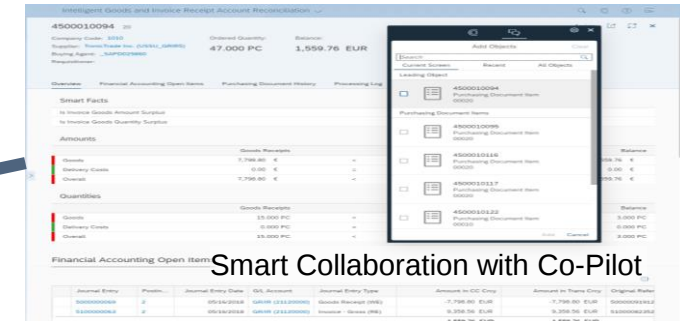
ML Application Patterns

Predictions of future data based on past data patterns



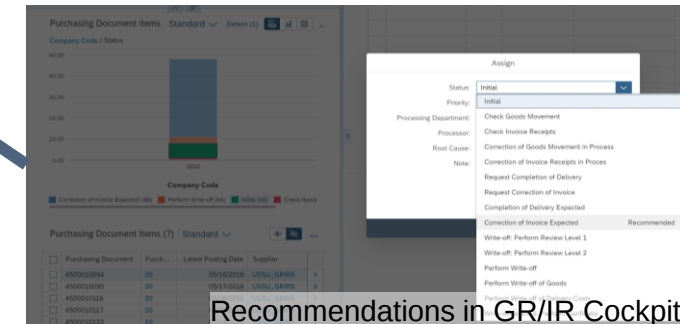
Predictive Stocks in Transit

Categorization and Classifications
Assign datasets to predefined groups



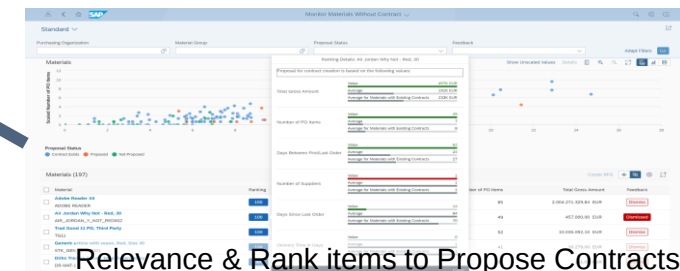
Conversational UI
Smart Interaction based on natural language

Recommendations
Propose datasets/actions based on current context



Clustering
Discover new groups and distribute data between them

Relevance and Ranking
Evaluate the relevance of datasets in a given context



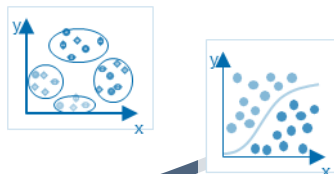
Matching and Merging
Assign relationships/ detect anomalies in a dataset



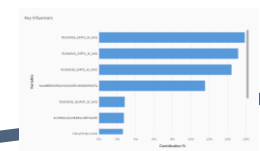
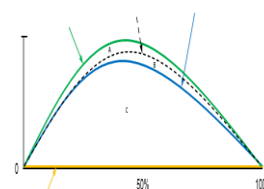
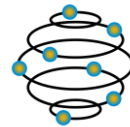
Data
Collect Data, Prepare, Calculate & Consolidate



Model



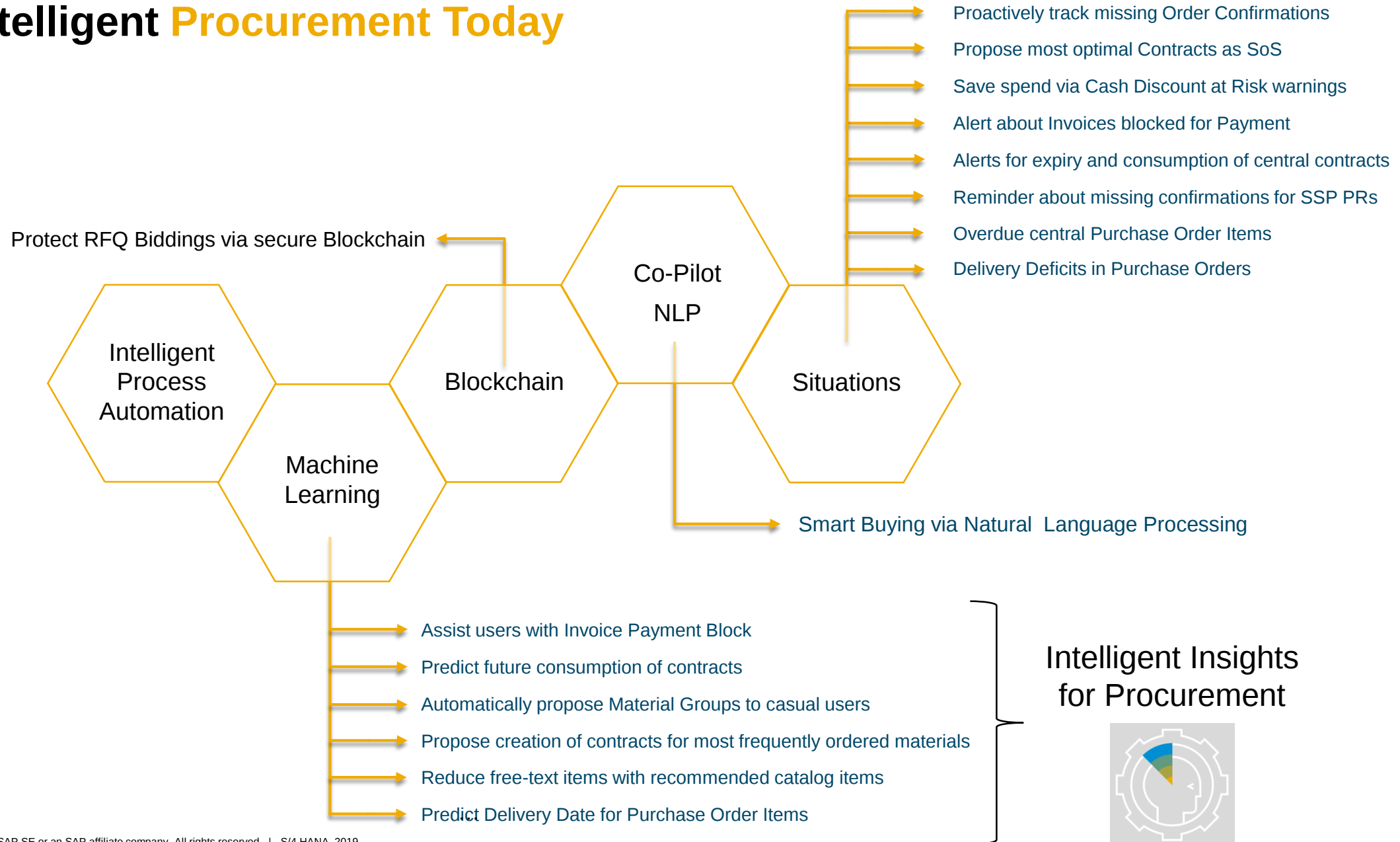
Train
Increase the **predictive confidence** and **predictive power** during continuous evaluation, validation and fine tuning



Overview: Intelligent ERP Scenarios for SAP S/4HANA 1809

ID	Scenario	Technology	Commercialization	available as of
Finance				
ML001	Receivables Line-Item Matching	Leonardo on SCP	SAP Cash Application (8005289)	1709
ML007	Remittance Advice / Payment Advice Extraction	Leonardo on SCP	SAP Cash Application (8005289)	1809
ML199	Payables Line Item Matching	Leonardo on SCP	SAP Cash Application (8005289)	1809
ML205	Lockbox	Leonardo on SCP	SAP Cash Application (8005289)	1809
ML006	Goods Receipt / Invoice Receipt Monitor ML Status Proposal (GR/IR)	Leonardo on SCP	SAP S/4HANA Cloud for Goods and Invoice Receipt Reconciliation (8006000)	1809
ML166	Business Integrity Screening / GRC	PAI embedded	SAP Business Integrity Screening for S/4HANA (7019061)	1709
ML165	Tax Compliance Smart Automation / GRC	PAI embedded	SAP S/4HANA Enterprise Management	1809
ML174	Real Spend Cost Center Anomaly Alerts	PAI on SCP	SAP RealSpend (8004615)	1809
ML028	Smart Alerts for Profit & Loss Analysis	PAI on SCP	SAP Financial Statement Insights for profit and loss (8004845)	1809
R&D/Engineering				
ML012	Integrated Digital Content Processing for Content Mgt.	Leonardo on SCP	SAP Leonardo machine learning foundation (8005361 – Prod.Descript. – Prod.Docu)	1811*
Procurement				
ML002	Contract Consumption	PAI embedded	SAP S/4HANA Enterprise Management	1709
ML018	Propose Creation of New Catalog Items	Leonardo on SCP	SAP S/4HANA Cloud, intelligent insights for procurement (8006258)	1809
ML019	Payment Block - Cash Discount at Risk	PAI embedded	SAP S/4HANA Enterprise Management	1809
ML020	Proposal of options for Materials without Purchase Contract	Leonardo on SCP	SAP S/4HANA Cloud, intelligent insights for procurement (8006258)	1809
ML171	Propose Material Group for Freetext Items	Leonardo on SCP	SAP S/4HANA Cloud, intelligent insights for procurement (8006258)	1809
Supply Chain				
ML003	Stock in Transit	PAI embedded	SAP S/4HANA Enterprise Management	1709
Sales				
ML025	Delivery Performance / Delivery in Time	PAI embedded	SAP S/4HANA Enterprise Management	1809
ML024	Quotation Conversion Probability Rate	PAI embedded	SAP S/4HANA Enterprise Management	1809

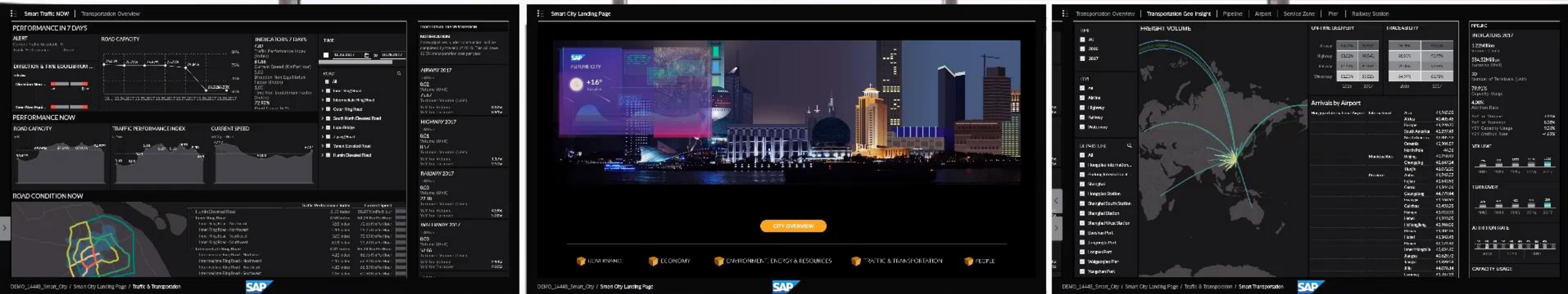
Intelligent Procurement Today



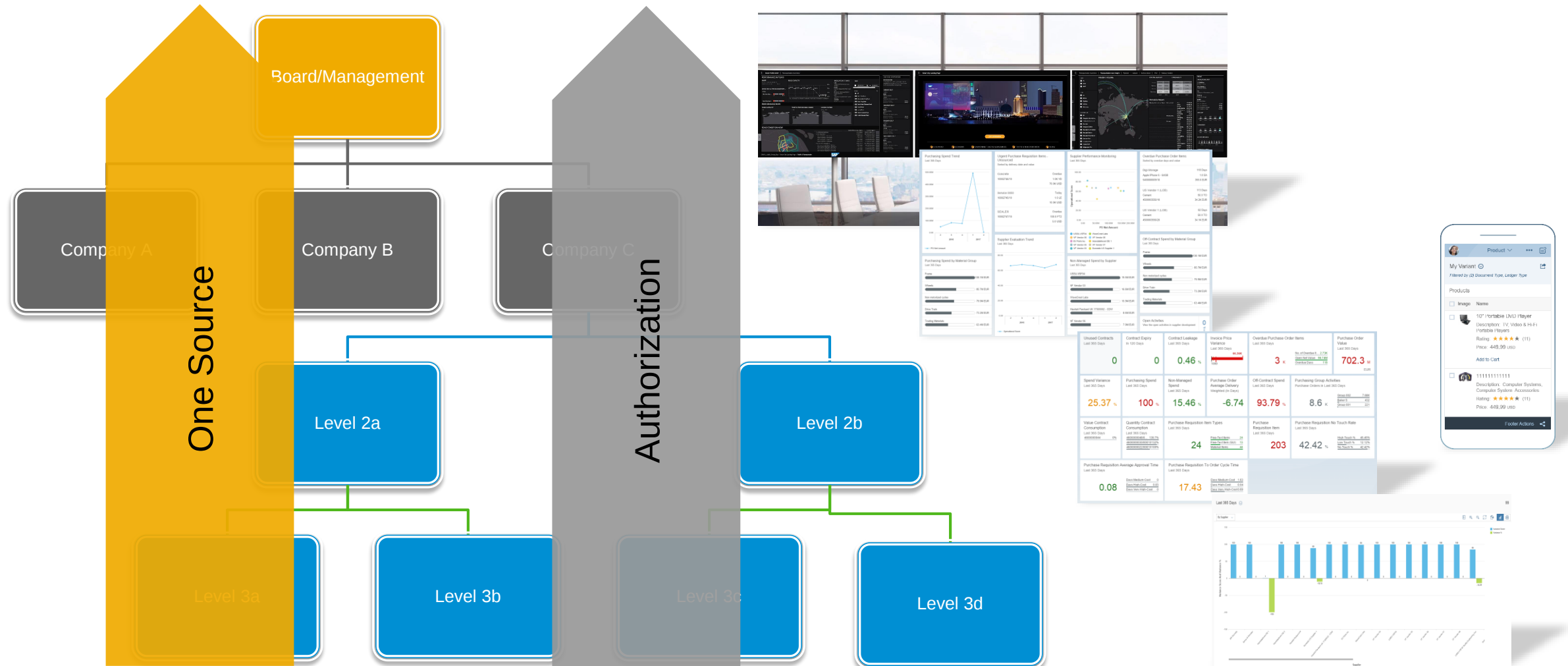


Source: Shutterstock

SAP - Digital Boardroom



Organizational overview



Thank you.

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